

# **U.S. Trade and Development Agency** **美国贸易发展署**

## **U.S.-China Low-Carbon City Action Planning and Technology Solutions Workshop** **中美低碳城市行动计划和技术解决方案研讨会**

**January 22, 2018**  
**2018年1月22日**

[www.ustda.gov](http://www.ustda.gov)



**USTDA**  
U.S. TRADE AND DEVELOPMENT AGENCY

# USTDA's Mission

## 美国贸易发展署的使命

To promote U.S. expertise and technological solutions for priority development projects in emerging economies.

在新兴经济体的优先发展领域推动美国经验和  
技术解决方案。



Over 200 projects conducted with China.

在中国有200多个项目。

# USTDA's Global Presence

## 美国贸易发展署全球存在



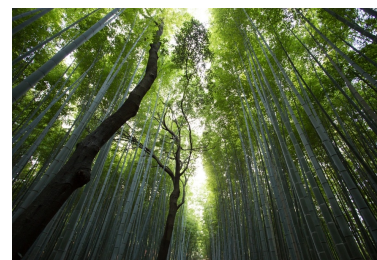
# Priority Sectors 重点领域



**Transportation**  
交通



**Clean Energy**  
清洁能源



**Environment**  
环保



**Healthcare**  
医疗



**Agriculture/Food Safety**  
农业/食品安全



# Energy Sector Focus Areas

## 能源行业的重点



**Smart Grid**  
智能电网



**Natural Gas**  
天然气



**Decentralized Energy/Combined  
Heat & Power**  
分布式能源



**Energy Efficiency**  
节能/能效

# USTDA Program Activities

## 美国贸易发展署项目活动

### Project Development Program

#### 项目开发

- Feasibility Studies  
可行性研究报告
- Pilot Projects  
试点项目
- Technical Assistance  
技术援助

### International Business Partnership Program

#### 国际贸易合作伙伴

- Reverse Trade Missions  
赴美考察团
- Conferences  
会议
- Workshops  
研讨会



# Project Development Program

## 项目开发

### Feasibility Studies 可研

USTDA-funded feasibility studies provide U.S. expertise at the critical early stage of project development.

美国贸易发展署出资用于美国专家指导项目开发初期的重要节点。

Analysis includes 分析内容包括：

- Technical 技术
- Financial 融资
- Legal 法律
- Environmental 环境
- Life cycle costing 生命周期成本

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### Pilot Projects 试点项目

USTDA-funded pilot projects demonstrate the effectiveness of commercially proven U.S. technologies and equipment in a host country setting.

美国贸易发展署资助的试点项目希望在外国的模式上展示美国已经商业应用的技术和设备的有效性



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# Recent and Ongoing Projects

## 近期完成和正在实施的项目



**Decentralized Energy-Combined Heat & Power**  
分布式能源

**Qinhuangdao Green Port Communications**  
秦皇岛绿色港口通讯



**Low-NOx Technologies for Boilers**  
锅炉低氮燃烧技术

**HFC Emissions Reduction**  
HFC减排





# International Business Partnership Program 国际贸易合作伙伴

## Reverse Trade Missions and Study Tours

### 赴美考察团

USTDA brings delegations to the United States to observe the design, manufacture, and operation of U.S. products and services.

了解美国设计，生产和产品，服务的运营

Recent study tours from China 近期完成

- Air Quality Technologies 空气质量
- Green Infrastructure / Smart Cities  
绿建 / 智慧城市
- Green Airport Construction 绿色机场
- Freight Rail 铁路货运





# International Business Partnership Program 赴美考察团

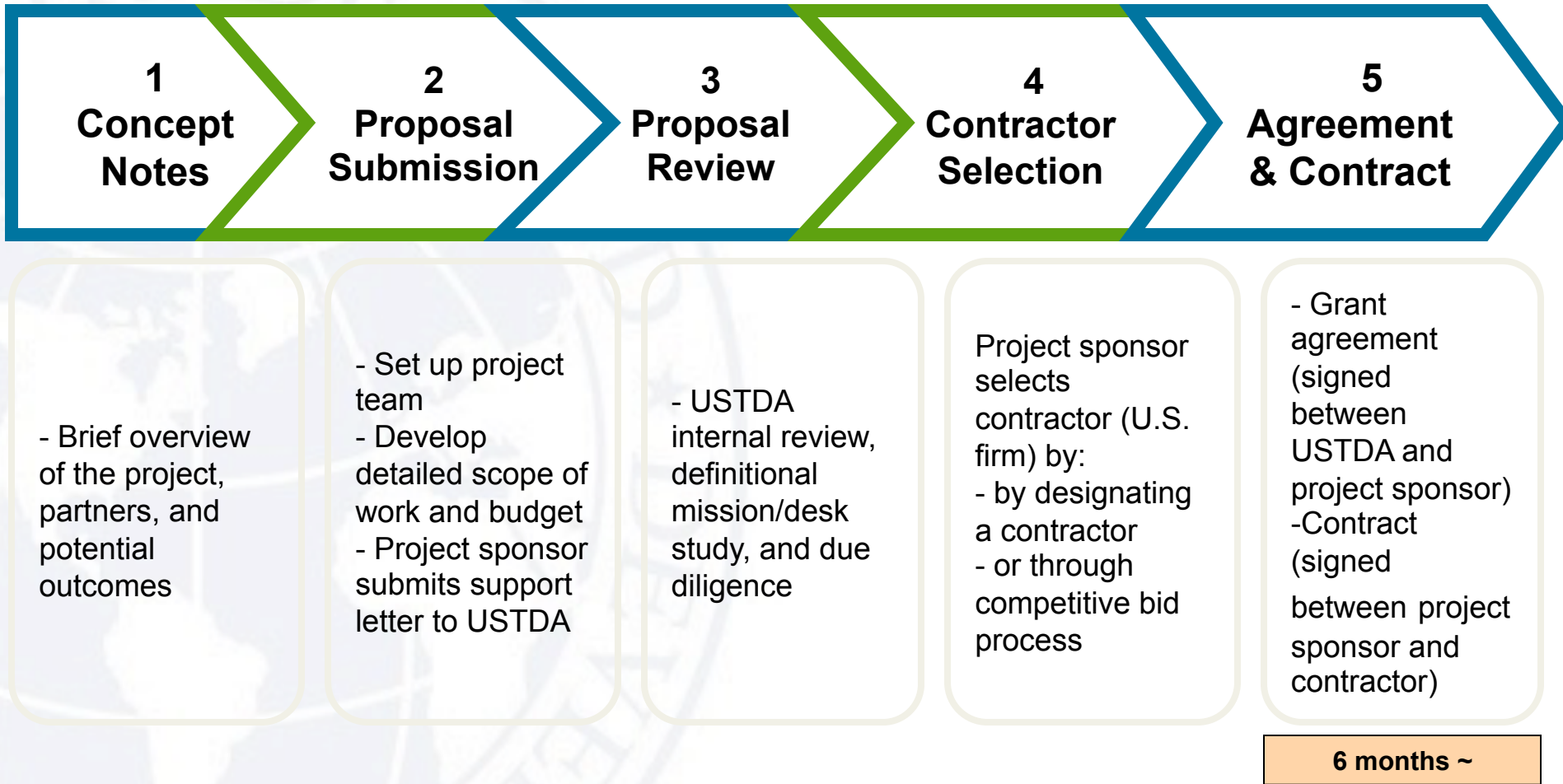
## Conferences / Workshops 会议/研讨会

The goal is to connect project sponsors with U.S. companies. They are designed to highlight upcoming projects, as well as showcase U.S. technological capabilities.

通过项目联系项目单位和美国公司的联系。  
了解今后项目机会，并介绍美国技术。



# USTDA Grant Application Process and Timeline



**Project implementation**

# 美国贸易发展署项目申请流程和时间表



- 简单概括项目，合作伙伴和有可能达到的项目结果

- 建立项目团队  
- 准备详尽工作大纲和预算  
- 项目业主向美国贸易发展署递交项目支持函

- 美国贸易发展署内部评估，第三方评估以及背景调查

项目业主通过以下方式选择美国承包商公司：  
- 指定承包商  
- 或通过竞标方式选择

- 赠款协议签署 (美国贸易发展署和项目业主)  
- 合同 (项目业主和承包商)

6 个月 ~

项目完成

# Instructions for Concept Notes 项目概要指南

**Concept notes (1 to 2 pages) should include the following:**

**项目概要（1-2页）包括以下内容：**

- Description of project type, i.e. feasibility study / pilot 描述项目类型- 可研/试点
- Profile of Chinese partner (grantee) 中方合作伙伴(受赠方)
- Estimation of U.S. export and job potential 预估潜在美国出口和创造就业机会
- Project description 项目描述
  - Objective 目标
  - Contents, e.g. scope of work, technology, products, services and process 内容包括工作大纲，技术，产品，服务和流程
  - Expected outcomes 预计项目成果



# Requirements for USTDA Grant Application

## 美国贸易发展署赠款项目申请要求

**Grant application (detailed proposal) must follow USTDA format and content requirements, which include: 赠款项目（详细版）需符合美国贸易发展署项目申请格式并包括以下内容：**

1. Executive summary 概要
2. Project description 项目描述
3. Project sponsor's capabilities and commitment 项目业主能力和对项目的承诺
4. Implementation financing 项目实施融资渠道
5. U.S. export potential 美国潜在出口
6. Foreign competition 国外竞争
7. Developmental impact 对当地发展带来的影响
8. Impact on the environment 对环境的影响
9. Impact on US labor 对美国劳工的影响
10. Qualifications 量化
11. Justification 证明
12. Terms of reference 工作大纲
13. U.S. sources of supply 美国供应来源
14. Implementation plan 项目实施计划
15. Final report 最终报告





# USTDA Evaluation Criteria

## 美国贸易发展署项目评估标准

1. **Project sponsor (grantee)** must be a local entity with: 项目业主（受赠方）必须是当地
  - Decision-making authority 决策机构
  - Ability to implement a project 有能力实施项目Candidate can be a: 候选者可以是
  - Government institution, NGO or SOE; or 政府机构，非营利组织，国企或者
  - Local private sector company 当地私营企业
2. **Foreign competition** to the U.S. technology, products and services must be demonstrated with adequate description of major international competitors' capacity  
国外竞争部分适当描述美国技术、产品、和服务的主要国际的竞争者
3. **Developmental impact to the host country** must be described with particular focuses on the following: 对项目所在国发展的影响主要包括以下内容：
  - Infrastructure, Human Capacity Building, Technology Transfer and Productivity Improvements, and Market-Oriented Reforms  
基础设施，能力建设，技术转让，产品升级和以市场为导向的变革

# Evaluation Criteria (Cont.)

## 项目评估标准(续)

### 4. Impact on U.S. export and jobs must be estimated in terms of 对美国出口和工作机会的影响主要包括

- Estimation of the total dollars spending on equipment, including components and / or parts and services that are likely to be imported from the U.S.; and  
有可能购买美国设备, 零部件和服务的大致金额
- Estimation of how many jobs can be created / supported from the proposed project 估计由此项目所能创造/支持的就业岗位数量

### 5. **Terms of Reference** is the key part of the proposal 工作大纲是项目建议书的重点

- It will be included in the grant agreement and contract  
会作为赠款协议和合同的一部分
- It should set out the primary tasks to be accomplished 设定将会完成的主要任务
- Project team needs to communicate with project sponsor for details  
项目团队需要和项目业主就项目内容进行具体沟通
- Scope of work decides project budget 项目工作范围将决定预算
- Content includes implementation plan, technical assessment, economic analysis, financial analysis, budget analysis, environmental analysis, etc.  
内容包括实施计划, 技术评估, 经济分析, 财务分析, 预算分析, 和环境分析

# Evaluation Criteria (Cont.)

## 项目评估标准(续)

### 6. Cost-sharing project 分摊项目成本

- USTDA and the contractor (U.S. firm) will share the cost of the project - financial or in-kind, i.e. work hour, equipment, etc. 美国贸易发展署和承包商（美国公司）会共同分摊项目成本 – 财务或以工作时间或设备等的实物分摊
- Cost-sharing ratio can be 1:1 or even greater  
成本分摊比例会是1：1或者更高

### 7. Grant approval and disbursement process 赠款批复和支付程序

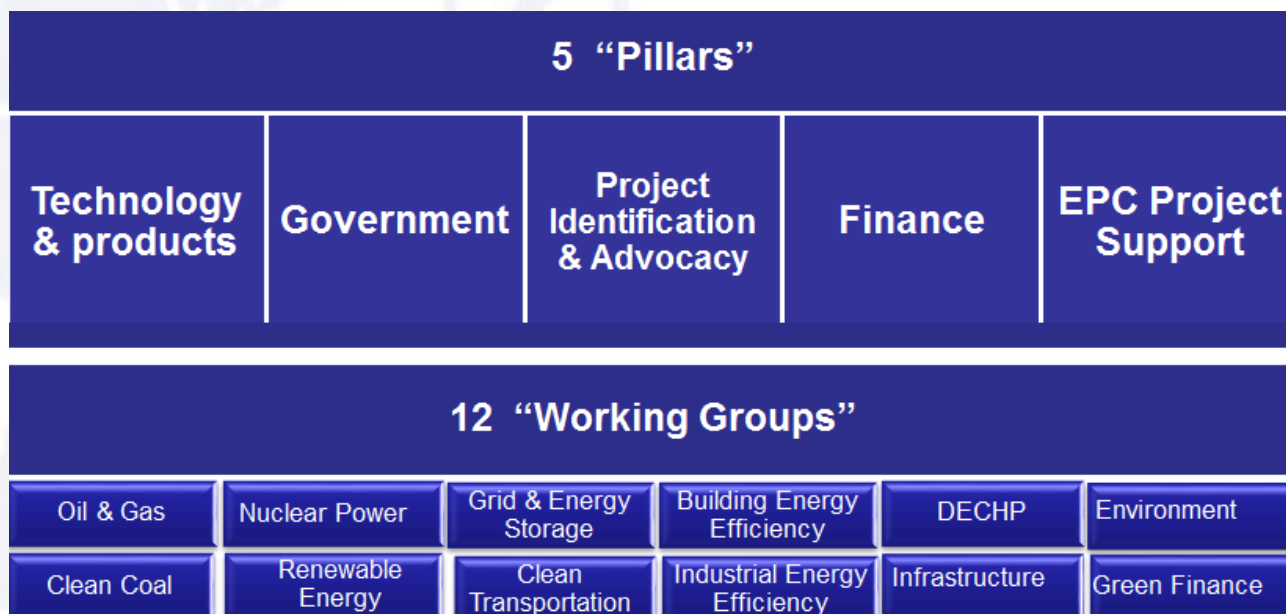
- USTDA pays contractor directly with project sponsor's approval  
在项目业主同意后美国贸易发展署会直接支付承包商
- Contractors can get 20% of the grant to be subcontracted to entities in the host country  
承包商可以将不超过20%用于项目所在国的分包商

# U.S.-China Energy Cooperation Program

Founded in 2009, ECP is a **private sector-led non-profit public-private-partnership platform** that serves as a bridge connecting governments with the private sector to advance sustainable development and facilitate commercial cooperation in the energy and environmental sectors.



**U.S. government partners:** USTDA, Department of Commerce, Department of Energy  
**Chinese government partners:** National Energy Administration, Ministry of Commerce



# Thank You!

# 谢谢！

Steve Winkates 温凯时

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